



FY2016


First Quarter Financial Review



# Key Highlights

## FY2016 First Quarter

### □ General Fund

- Overall revenues up nearly 10% 
- Sales tax collections down 3.7% 

### □ Utility Fund

- Overall operating revenues up 5% 

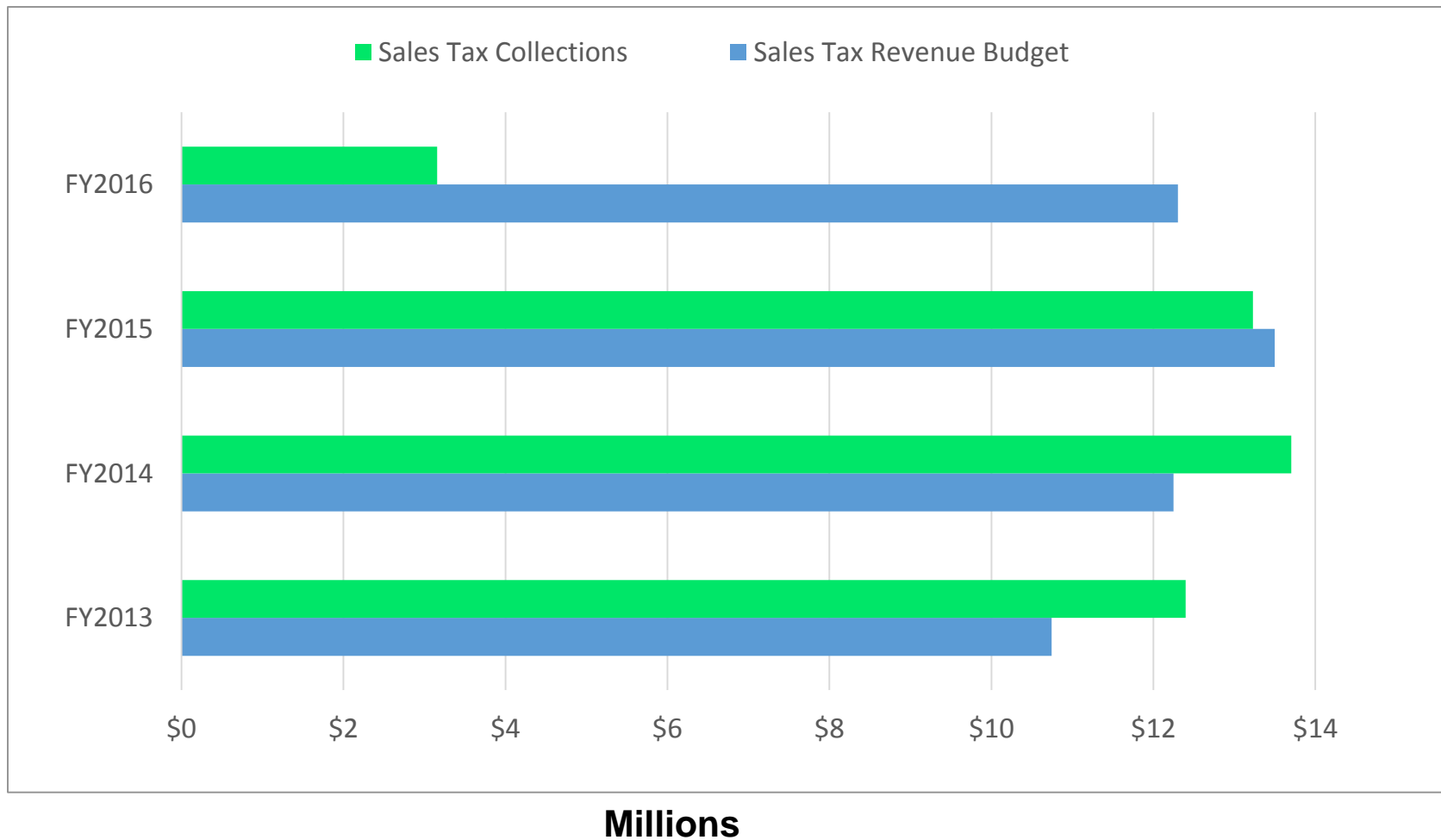
### □ Hotel Fund

- Hotel occupancy tax revenue up 25% 

### □ All other funds had solid performance



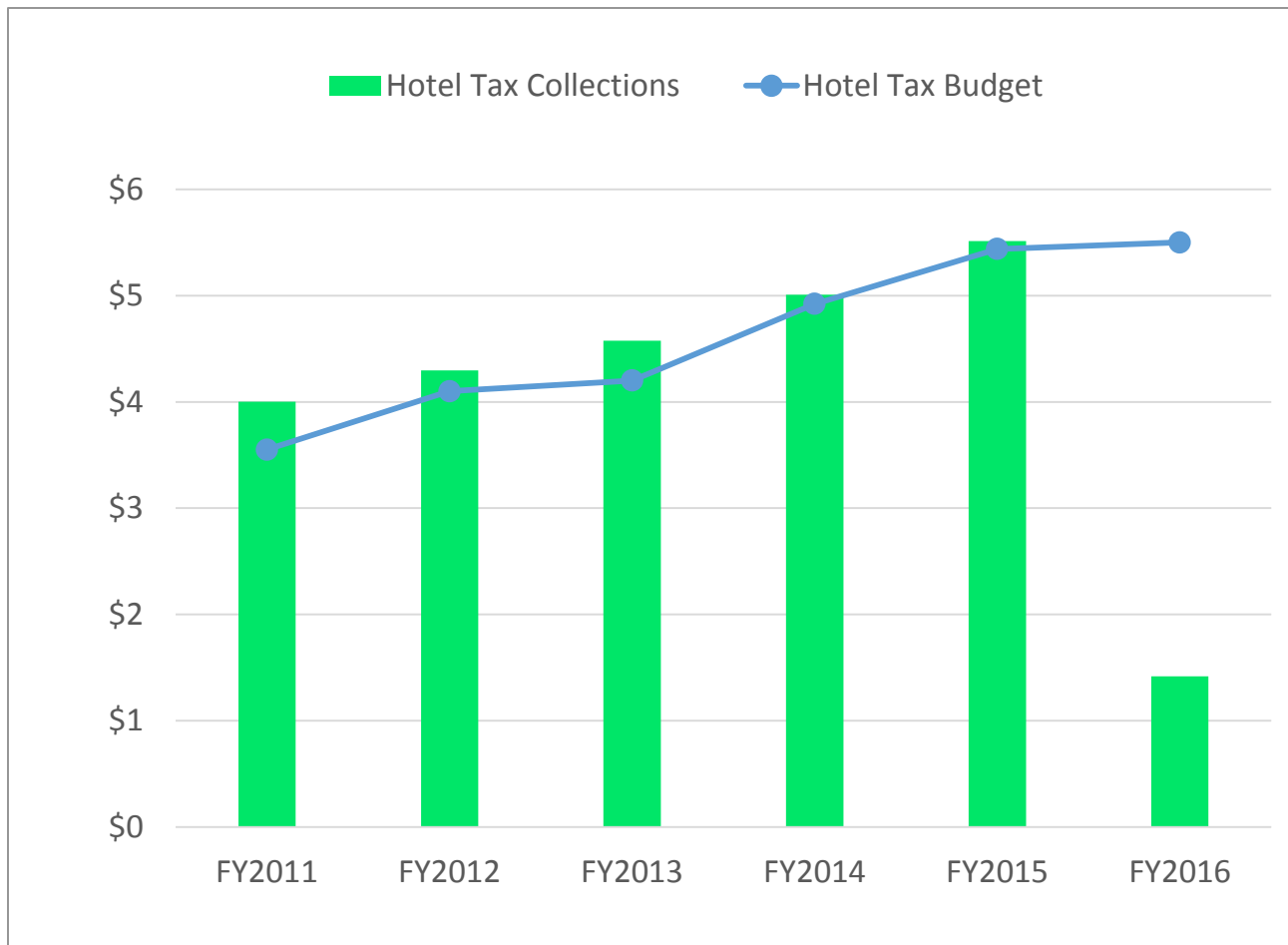
# Annual Sales Tax Comparison





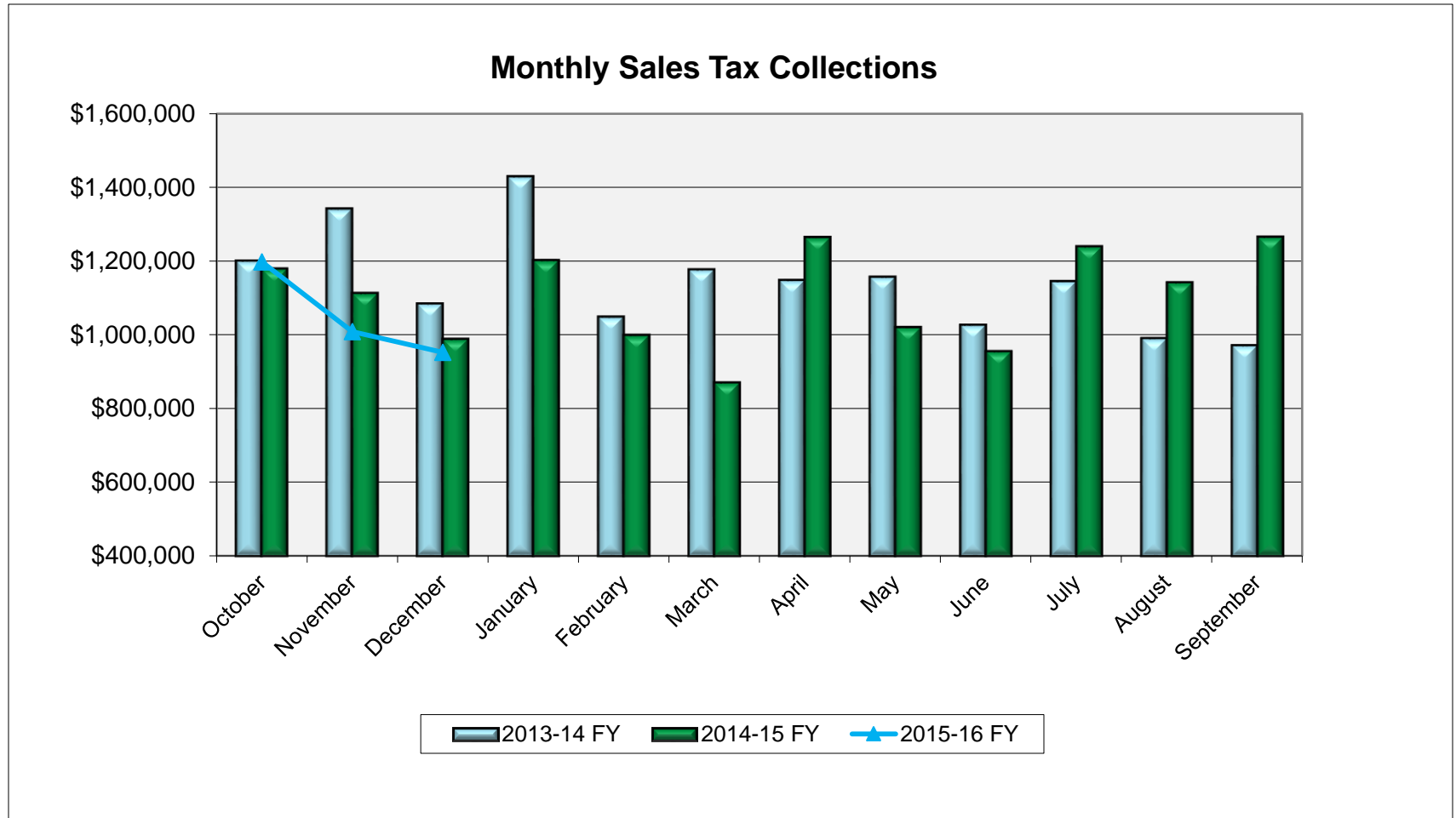
# Hotel Occupancy Tax Collections

Millions





# Monthly Sales Tax Collections





# Key Financial Indicators

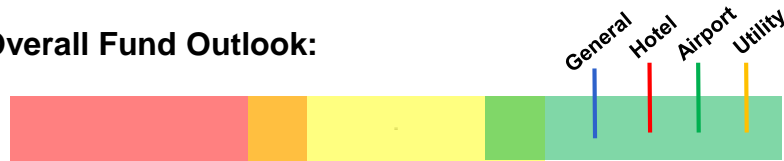
Key Revenue Sources	FY16 Budget	Actual through 12/31/15	% Annual Budget
Ad Valorem Taxes - General Fund	\$ 13,963,710	\$ 3,713,925	26.60%
Non-Property Taxes - General Fund	\$ 13,175,000	\$ 3,158,222	23.97%
Hotel Tax	\$ 5,500,000	\$ 1,418,852	25.80%
Franchise Fees - General Fund	\$ 2,675,000	\$ 732,978	27.40%
Service/Permitting/License Fees - General Fund	\$ 2,402,600	\$ 544,579	22.67%
Rental Income - All Funds	\$ 5,267,022	\$ 1,287,262	24.44%
Fines and Penalties - All Funds	\$ 856,900	\$ 159,451	18.61%
Special Event Revenue - Hotel Fund	\$ 2,045,717	\$ 10,782	0.53%
Fuel Flowage Fees - Airport Fund	\$ 791,680	\$ 212,024	26.78%
Water and Sewer Charges - Utility Fund	\$ 10,283,530	\$ 1,946,662	18.93%

Key Expenditures	FY16 Budget	Actual through 12/31/15	% Annual Budget
General Fund	\$ 33,312,564	\$ 6,965,929	20.91%
Hotel Fund	\$ 7,063,758	\$ 1,241,412	17.57%
Economic Development	\$ 1,685,707	\$ 244,751	14.52%
Airport Operations	\$ 4,225,261	\$ 1,140,017	26.98%
Utility Operations	\$ 9,177,247	\$ 1,450,405	15.80%

# Executive Dashboard – 1st Quarter, 2016 Fiscal Year

## Financial Indicators

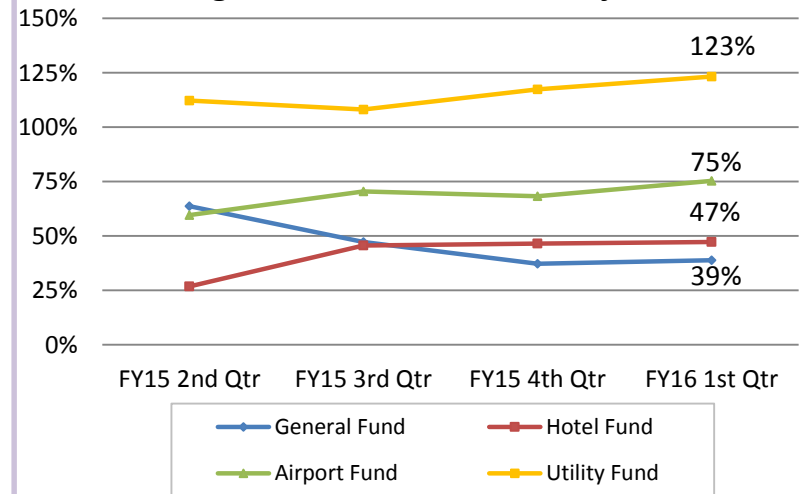
### Overall Fund Outlook:



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### Ending Fund Balance - Four Major Funds



# Executive Dashboard – 1st Quarter, 2016 Fiscal Year

## Financial Indicators

### Personnel Information:

#### New Hires - Benefitted Positions

10/2015 - 12/2015

Department	Part-Time Positions	Full-time positions	Total, 1st Qtr	YTD
City Manager	0	1	1	1
Finance	0	1	1	1
Parks	0	1	1	1
Police	0	3	3	3
Streets	0	2	2	2
Recreation	0.5	0	0.5	0.5
<b>Grand Total</b>	<b>0.5</b>	<b>8</b>	<b>8.5</b>	<b>8.5</b>

#### Separations - Benefitted Positions

10/2015 - 12/2015

Department	Part-Time Positions	Full-time positions	Total, 1st Qtr	YTD
Fire	0	2	2	2
Police	0	3	3	3
Recreation	0	1	1	1
<b>Grand Total</b>	<b>0</b>	<b>6</b>	<b>6</b>	<b>6</b>

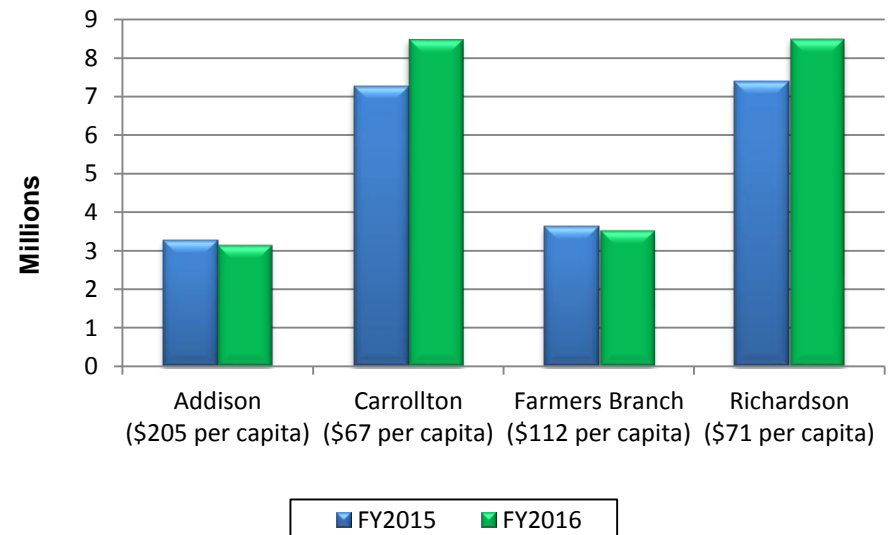
### Economic Development Incentives:

Executed Agreements	Amount Paid FY16	Total Incentives Committed
3	\$0	\$303,000

### Purchasing Information:

FY15 Bid Savings	FY16 Bid Savings	FY16 Savings Goal
\$1,675,971	\$266,149	\$650,000

### 1st Quarter Sales Tax Comparison

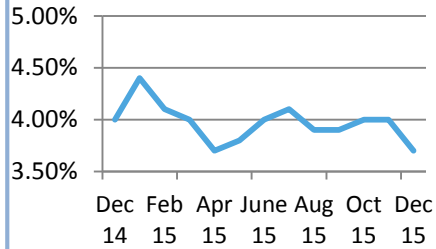




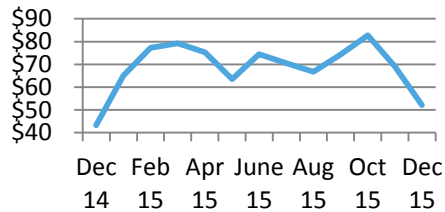
# Executive Dashboard – 1st Quarter, 2016 Fiscal Year

## Economic Indicators

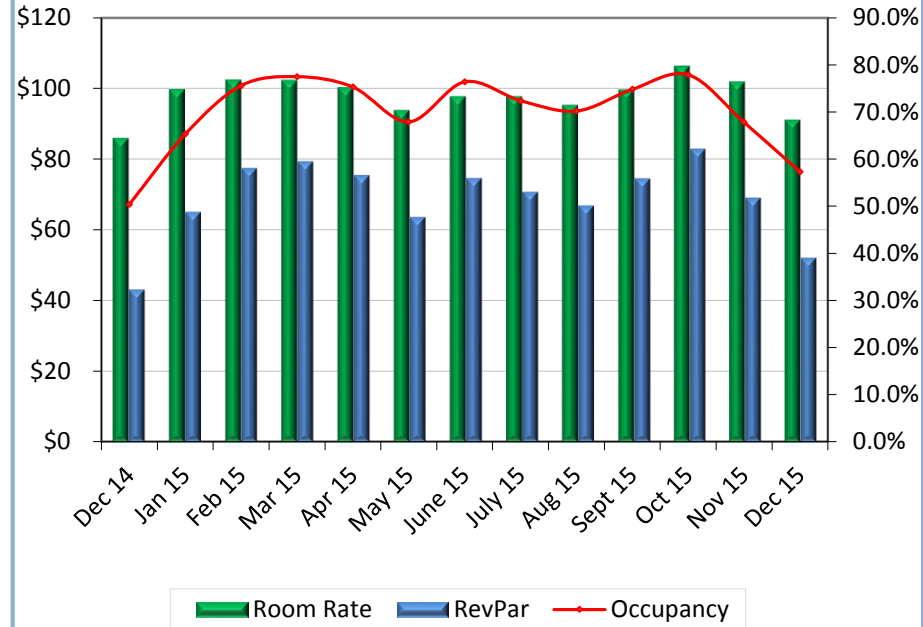
**DFW Unemployment Rate  
Last 12 months**



**Hotel Rev Per Available  
Room  
Last 12 months**



**Addison Hotel Statistics**



**Occupancy Indicators:**

Office Occupancy

Retail Occupancy

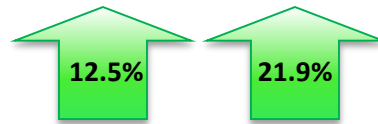


Source: CoStar  
(compares to prior year)

**Hotel Indicators:**

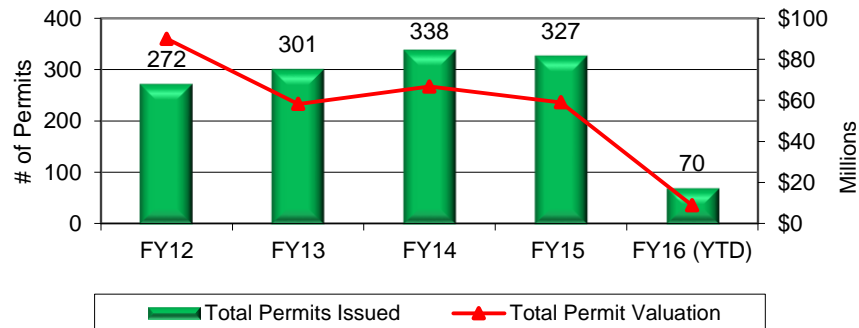
Hotel Occupancy

RevPAR

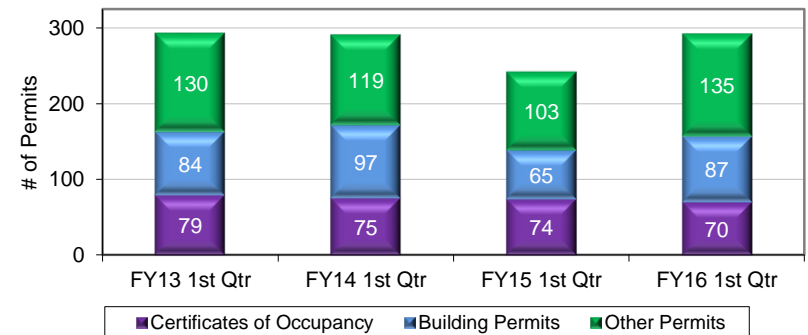


Source: STR Report  
(compares to prior year)

**Total Permits Issued and Valuation**



**Quarterly Permit Activity**





# Hotel Fund

